

SKILLS / RESOURCES

- Market knowledge in one or more discrete industry sectors
- What constitutes Reasonable Pricing & “best value” in a given industry
- Managerial Accounting / Activity Based Costing
- Rules of Engagement: how to deal with firms in M.R. position
- Business Advisor

WHO

- Functionals - business managers
 - when they are contracted out are they gone? NO
 - need their expertise in house - to define the requirements
- Contracting - business advisor, not business manager
- Industry - bring contractors or ‘special categories’ in to the project

SKILLS / RESOURCES

TRAINING

- modified EWI: send folks to cross train w/ coml firms
- specific, documented examples of success stories: case studies
- “exec” courses in corporate purchasing
 - NAPM or college level
 - distance learning to handle the volume of a large workforce
 - internet or CD rom based training
 - module on commercial acquisition in Acqn Deskbook
- schoolhouse courses